

## Message Text

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PAGE 01 PARIS 06735 241855Z  
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 NEA-10 /031 W  
-----023100 241955Z /47

P R 241845Z FEB 78  
FM AMEMBASSY PARIS  
TO USDOC WASHDC PRIORITY  
AMEMBASSY AMMAN PRIORITY  
INFO SECSTATE WASHDC 7562  
AMEMBASSY ATHENS  
AMEMBASSY LONDON

UNCLAS PARIS 06735

USDOC

E.O. 11652: N/A  
TAGS: BEXP, EAIR, FR, JO  
SUBJECT: BUSINESS ASSISTANCE: COHEN, MAX

ATHENS FOR KINNEAR

FOREIGN COMMUNICATIONS: PLEASE NOTIFY PETER HALE, CAGNE  
AND MERRITT FREEMAN, MAJOR PROJECTS

1. SUMMARY. MR. MAX COHEN, PARIS REPRESENTATIVE OF  
BOWRING GROUP, LONDON, CONTACTED EMBASSY FOR ASSISTANCE  
IN OBTAINING NAMES OF U.S. MANUFACTURERS OF AIRPORT  
COMMUNICATION SYSTEMS FOR PROJECT AT QUEEN ALIA AIRPORT,  
AMMAN. INVITATION TO BID EXPECTED LATE THIS WEEK OR  
EARLY NEXT WEEK ON PROJECT EXPECTED TO BE WORTH UPWARDS  
OF 10 MILLION DOLLARS. POST WOULD APPRECIATE ASSISTANCE  
IN PROVIDING NAMES OF APPROPRIATE, INTERESTED FIRMS TO  
COHEN ASAP.

2. POST CHECKED BONE FIDES OF COHEN THROUGH AMEMBASSY  
LONDON. BOWRING, A MAJOR CONCERN WHICH DEALS IN MIDDLE  
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EAST, VERIFIED COHEN IS PARIS REPRESENTATIVE.

3. COHEN INDICATED THAT PARTICIPANTS IN BID WILL BE  
ALLOWED ONE MONTH TO PRESENT PREQUALIFICATION  
DOCUMENTS. RESULTS WILL APPEAR 2-3 MONTHS AFTER CLOSING  
DATE. SPECIFICATIONS WERE PREPARED BY TAMS/USA LAST  
YEAR BUT THE UPGRADING WAS COMPLETED BY MINISTRY

CONCERNED TECHNICIANS. POST HAS NO FURTHER BACKGROUND ON PROJECT, EXCEPT THAT COHEN SEEMS REASONABLY ASSURED OF HIS CONTACTS IN JORDAN AND THEREFORE ASSUMES U.S. MANUFACTURER WILL PREFER TO DEAL THROUGH BOWRING. POST WOULD APPRECIATE COMMENT FROM AMEMBASSY AMMAN.

4. BREAKDOWN OF PROJECT, ACCORDING TO COHEN'S ADVANCE INFORMATION TO INCLUDE ANY OR ALL OF FOLLOWING ITEMS:

A) METEOROLOGICAL AND ASSOCIATED WEATHER EQUIPMENTS

B) AIR TRAFFIC CONTROL SYSTEMS:

- ATC DESK EQUIPPED WITH RADI CHANNELS
- DIRECT LINES, INTERCOMN MET EQUIPMENT, MONITORING ISS-VOR-DME-NOB
- CABLES AND WIRES
- VHF-UHF RADIO AIR TO GROUND
- FOUR MICROWAVE LINK
- TELEPRINTERS PLUS EQUIPMENT
- THREE MULTICHANNEL RECORDER

C) NAVIGATIONAL AIDS-SUPPLY-INSTALL-TEST-GUARANTEE (ICAO) STANDARD (TURN KEY JOB)

D) GROUND COMMUNICATION/COMPLETE SYSTEM (CABLE N WIRES ETC.)

E) PUBLIC ADDRESS SYSTEM

- CLOSED CIRCUIT T V
- SURV SYSTEM COMPLETE

F) COMPLETE AIRFIELD LIGHTING SYSTEM CAT 2

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- SUPPLY-INSTALL-TEST-GUARANTEE (TURN KEY JOB)
- RUNWAY EDGE LIGHT
- RUNWAY LINE LIGHT
- RUNWAY TOUCH DOWN ZONE
- APRON FLOOD LIGHTS
- THREE VASI

G) CONTROL TOWER CAP 35M ABOVE GROUND LEVEL.

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** BUSINESSMEN, ELECTRONIC EQUIPMENT, COMMUNICATION LINES, AIRPORTS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 24 feb 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978PARIS06735  
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**Document Unique ID:** 00  
**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3486192  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** BUSINESS ASSISTANCE: COHEN, MAX ATHENS FOR KINNEAR FOREIGN COMMUNICATIONS: PLEASE NOTIFY PETER HALE  
**TAGS:** BEXP, EAIR, FR, JO, (COHEN, MAX)  
**To:** COM AMMAN  
**Type:** TE  
**vdkgvwkey:** odb://SAS/SAS.dbo.SAS\_Docs/62c238d0-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
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